

BUKIT SEMBAWANG ESTATES LIMITED

(Company Registration Number: 196700177M) (Incorporated in Singapore on 27 June 1967)

Financial Statement and Dividend Announcement for the Third Quarter and Nine Months ended 31 December 2018

PART I - INFORMATION REQUIRED FOR ANNOUNCEMENTS OF QUARTERLY (Q1, Q2 & Q3), HALF-YEAR AND FULL **YEAR RESULTS**

1(a) An income statement and statement of comprehensive income, or a statement of comprehensive income, for the group, together with a comparative statement for the corresponding period of the immediately preceding financial year.

Consolidated Statement of Comprehensive Income for the third quarter (3Q FY2018/19) and nine months (9M FY2018/19) ended 31 December 2018

		Third of 3Q FY2018/19 01.10.2018			Nine n 9M FY2018/19 01.04.2018	onths 9M FY2017/18 01.04.2017	
		to 31.12.2018	to 31.12.2017 (Restated)*	Change		to 31.12.2017 (Restated)*	Change
	Note	\$'000	\$'000	%	\$'000	\$'000	%
Revenue		122,293	17,531	598	301,372	65,294	362
Cost of sales		(64,352)	(2,884)	2,131	(155,479)	(29,256)	431
Gross profit	1	57,941	14,647	296	145,893	36,038	305
Other income	2	338	25	1,252	372	100	272
Administrative expenses	3	(1,647)	(1,198)	38	(4,415)	(3,200)	38
Other operating (expenses)/income	4	(2,643)	1,780	n.m.	(7,312)	(1,038)	604
Profit from operations		53,989	15,254	254	134,538	31,900	322
Finance income	5	23	540	(96)	367	2,414	(85)
Finance costs		(44)	-	n.m.	(81)		n.m.
Net finance (expense)/in	come	(21)	540	n.m.	286	2,414	(88)
Profit before tax 1		53,968	15,794	242	134,824	34,314	293
Tax expense	6	(9,321)	(3,795)	146	(21,979)	(5,552)	296
Profit after tax and total comprehensive income							
for the period		44,647	11,999	272	112,845	28,762	292

n.m. - not meaningful

^{*} Please refer to Section 5 of page 10 and 11.

¹ Profit before tax includes the following:

	Third q	Third quarter			Nine months		
	3Q FY2018/19	3Q FY2017/18		9M FY2018/19	9M FY2017/18		
	01.10.2018	01.10.2017		01.04.2018	01.04.2017		
	to	to	Change	to	to	Change	
	31.12.2018	31.12.2017		31.12.2018	31.12.2017		
	\$'000	\$'000	%	\$'000	\$'000	%	
Depreciation and amortisation	(50)	(61)	(18)	(198)	(202)	(2)	
Interest income	23	540	(96)	367	2,414	(85)	
Interest expense	(44)	-	n.m.	(81)	-	n.m.	
Property, plant and equipment written off	(11)	-	n.m.	(11)	-	n.m.	
Gain on disposal of property, plant and equipment	-	-	n.m.	-	36	n.m.	
Write-back of allowance for foreseeable losses on development properties n.m not meaningful	-	35,545	n.m.	-	35,545	n.m.	

Notes to the Group's Consolidated Statement of Comprehensive Income:

3Q FY2018/19 vs 3Q FY2017/18

Note 1 – Gross profit

The increase in gross profit was mainly due to higher profit recognised on more development projects.

Note 2 - Other income

The increase was mainly due to income from write-back of unclaimed warrant accounts of \$0.3 m in 3Q FY2018/19. There was no such income in 3Q FY 2017/18.

Note 3 – Administrative expenses

The increase was mainly due to higher professional fees and higher salaries as a result of increase in staff.

Note 4 – Other operating (expenses)/income

The increase in operating expenses was mainly due to higher maintenance charges and property tax on unsold units of 8 St Thomas.

Note 5 – Finance income

The decrease in finance income was due to decrease in fixed deposits placed with banks.

Note 6 – Tax expense

The increase in tax expense was mainly due to higher gross profit.

Borrowing costs capitalised in development properties

Borrowing costs capitalised in development properties amounted to \$2.03 m for the nine months ended 31 December 2018. There was no borrowing costs for the corresponding period ended 31 December 2017.

1(b)(i) A statement of financial position (for the issuer and group), together with a comparative statement as at the end of the immediately preceding financial year.

•		Group		Company	
		31.12.2018	31.03.2018 (Restated)*	31.12.2018	31.03.2018
	Note	\$'000	\$'000	\$'000	\$'000
Non-current assets					
Investment property		3,690	3,811	-	_
Property, plant and equipment	1	261,439	241,284	-	-
Investments in subsidiaries		-	-	315,200	310,000
Deferred tax assets	2	3,716	16,516		
		268,845	261,611	315,200	310,000
Current assets					
Development properties	3	979,726	860,491	_	_
Trade and other receivables	4	77,116	61,292	413,981	322,906
Contract assets	5	113,375	2,124	413,901	322,900
Cash and cash equivalents	6	75,349	145,634	14,031	99,341
Casii aliu Casii equivalents	U	1,245,566	1,069,541	428,012	422,247
		1,243,300	1,003,541	420,012	422,241
Total assets		1,514,411	1,331,152	743,212	732,247
Equity attributable to owners of the Company					
Share capital		631,801	631,801	631,801	631,801
Reserves		684,286	618,045	41,059	87,973
Total equity		1,316,087	1,249,846	672,860	719,774
Non-current liabilities					
Interest-bearing bank loans	7	117,331	_	_	_
Deferred tax liabilities	8	11,050	2,853	49	49
Dolon od tax nabinaco	Ü	128,381	2,853	49	49
Current liabilities					
Trade and other payables	9	61,096	76,810	70,303	11,740
Contract liabilities	10	7,752	908	-	-
Interest-bearing bank loans	7	_	-	-	-
Current tax payable	11	1,095	735	-	684
		69,943	78,453	70,303	12,424
Total liabilities		198,324	81,306	70,352	12,473
Total equity and liabilities		1,514,411	1,331,152	743,212	732,247

^{*} Please refer to Section 5 of page 10 and 11.

Notes to the Statement of Financial Position of the Group:

Note 1 – Property, plant and equipment

The increase was mainly due to the renovation of Paterson Collection.

Note 2 - Deferred tax assets

The decrease was mainly due to utilisation of deferred tax asset balances.

Note 3 – Development properties

The increase was mainly due to development costs capitalised during the period including the purchase of Makeway View.

Note 4 – Trade and other receivables

The increase was mainly due to the payment of deposit for the en-bloc purchase of Katong Park Towers.

Note 5 – Contract assets

The increase was due to higher accrued receivables on sales of development projects.

Note 6 – Cash and cash equivalents

The decrease was mainly due to payment for the purchase of Makeway View and payments for construction costs of development properties.

Note 7 – Interest-bearing bank loans

The increase was mainly due to utilisation of loan facility for Makeway View.

Note 8 – Deferred tax liabilities

The increase was mainly due to higher deferred tax provision for units sold and under development.

Note 9 – Trade and other payables

The decrease was mainly due to lower accruals relating to construction costs of the development projects.

Note 10 – Contract liabilities

The increase was due to higher advance billing to purchasers as at 31 December 2018.

Note 11 – Current tax payable

The increase was mainly due to provision of current tax payable on a development project (8 St Thomas) which had obtained TOP and additional sales of completed development projects during the year, partially offset by tax paid.

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1(b)(ii) Aggregate amount of group's borrowings and debt securities.

	31.12.2018 \$'000	31.03.2018 \$'000
Unsecured - Amount repayable in one year or less, or on demand - Amount repayable after one year	Nil Nil	Nil Nil
Secured - Amount repayable in one year or less, or on demand - Amount repayable after one year	Nil 117,331	Nil Nil

Details of any collaterals

The secured borrowings are collateralised by:

- mortgages on certain development property of the Group;
- assignment of the rights and interest in the sale and purchase agreements, performance bonds, accounts, tenancy agreements, construction contracts and insurances in respect of certain development property of the Group.

c) A statement of cash flows (for the group), together with a comparative statement for the corresponding period of the immediately preceding financial year.

		Third quarter		Nine months	
		3Q FY2018/19	3Q FY2017/18	9M FY2018/19	9M FY2017/18
		01.10.2018 to	01.10.2017 to	01.04.2018 to	01.04.2017 to
		31.12.2018	31.12.2017 (Restated)	31.12.2018	31.12.2017 (Restated)
	Note	\$'000	\$'000	\$'000	\$'000
Cash flows from operating activities					
Profit before tax		53,968	15,794	134,824	34,314
Adjustments for:					
Depreciation of investment property		40	41	121	122
Depreciation of property, plant and equipment		10	20	77	80
Property, plant and equipment written off		11	-	11	-
Gain on disposal of property, plant and equipment		-	-	-	(36)
Interest income		(23)	(540)	(367)	(2,414)
Interest expense		44	-	81	-
Write-back of allowance for foreseeable losses on			(25.545)		(25.545)
development properties		-	(35,545)	-	(35,545)
		54,050	(20,230)	134,747	(3,479)
Changes in:					
Development properties		55,481	(7,179)	(119,235)	(22,992)
Trade and other receivables		(51,379)	49,985	(16,135)	17,919
Contract assets		(28,945)	-	(111,251)	
Contract liabilities		7,752	(9,085)	6,844	
Trade and other payables		(6,177)	(10,954)	(12,037)	(22,463)
Cash generated from/(used in) operations		30,782	2,537	(117,067)	(31,015)
Interest received		55	1,125	678	4,299
Tax paid		(263)	(13,036)	(622)	(26,072)
Net cash generated from/(used in) operating	1	30,574	(9,374)	(117,011)	(52,788)
activities					
Cash flows from investing activities Proceeds from disposal of property, plant and					
equipment		-	-	-	45
Additions to property, plant and equipment		(18,221)	(30)	(22,163)	(219)
Net cash used in from investing activities		(18,221)	(30)	(22,163)	(174)
Cash flows from financing activities					
Dividends paid		-	-	(46,604)	(85,441)
Interest paid (including amounts capitalised in development properties)		(901)	-	(2,107)	-
Proceeds from borrowings		_	_	248,200	
Repayment of borrowings		(13,000)	-	(130,600)	- -
Net cash (used in)/generated from financing		,			
activities		(13,901)	_	68,889	(85,441)
Net decrease in cash and cash equivalents		(1,548)	(9,404)	(70,285)	(138,403)
Cash and cash equivalents at beginning of the period	od	76,897	236,379	145,634	365,378
Cash and cash equivalents at end of the period		75,349	226,975	75,349	226,975
•			·	<u> </u>	<u> </u>

Note 1

The net cash outflow for the 9M FY2018/19 was mainly due to payment for the purchase of Makeway View, payments for construction of the development properties and increase in contract assets.

1(d)(i) A statement (for the issuer and group) showing either (i) all changes in equity or (ii) changes in equity other than those arising from capitalisation issues and distributions to shareholders, together with a comparative statement for the corresponding period of the immediately preceding financial year.

Group	Share capital \$'000	Capital reserve \$'000	Accumulated profits \$'000	Total \$'000
At 1 April 2017, as previously reported	631,801	56,908	588,140	1,276,849
Effect of adopting SFRS(I) 15	-	-	7,720	7,720
At 1 April 2017, restated	631,801	56,908	595,860	1,284,569
Total comprehensive income for the period				
Profit for the period, restated	-	-	28,762	28,762
Transactions with owners, recorded directly in equity				
Contributions by and distributions to owners				
Dividends paid	-	-	(85,441)	(85,441)
Total contributions by and distributions to owners	-	-	(85,441)	(85,441)
Total transactions with owners	-	-	(85,441)	(85,441)
At 31 December 2017	631,801	56,908	539,181	1,227,890
At 31 March 2018, as previously reported	631,801	56,908	558,011	1,246,720
Effect of adopting SFRS(I) 15	-	-	3,126	3,126
As 31 March 2018, restated/1 April 2018	631,801	56,908	561,137	1,249,846
Total comprehensive income for the period Profit for the period	-	-	112,845	112,845
Transactions with owners, recorded directly in equity				
Contributions by and distributions to owners				
Dividends paid	-	(46,604)	-	(46,604)
Total contributions by and distributions to owners	-	(46,604)	-	(46,604)
Total transactions with owners	-	(46,604)	-	(46,604)
At 31 December 2018	631,801	10,304	673,982	1,316,087

Company	Share capital \$'000	Capital reserve	Accumulated profits \$'000	T otal \$'000
	·	·	·	
At 1 April 2017	631,801	56,908	114,037	802,746
Total comprehensive income for the period				
Profit for the period	-	-	1,669	1,669
Transactions with owners, recorded directly in equity				
Contributions by and distributions to owners				
Dividends paid	-	-	(85,441)	(85,441)
Total contributions by and distributions to owners	-	-	(85,441)	(85,441)
Transactions with owners	-	-	(85,441)	(85,441)
At 31 December 2017	631,801	56,908	30,265	718,974
At 1 April 2018	631,801	56,908	31,065	719,774
Total comprehensive income for the period				
Loss for the period	-	-	(310)	(310)
Transactions with owners, recorded directly in equity				
Contributions by and distributions to owners				
Dividends paid	-	(46,604)	-	(46,604)
Total contributions by and distributions to owners	-	(46,604)	-	(46,604)
Total transactions with owners	-	(46,604)	-	(46,604)
At 31 December 2018	631,801	10,304	30,755	672,860
·		-	-	

1(d)(ii) Details of any changes in the company's share capital arising from rights issue, bonus issue, share buy-backs, exercise of share options or warrants, conversion of other issues of equity securities, issue of shares for cash or as consideration for acquisition or for any other purpose since the end of the previous period reported on. State the number of shares that may be issued on conversion of all the outstanding convertibles, if any, against the total number of issued shares excluding treasury shares and subsidiary holdings of the issuer, as at the end of the current financial period reported on and as at the end of the corresponding period of the immediately preceding financial year. State also the number of shares held as treasury shares and subsidiary holdings held against the total number of shares outstanding in a class that is listed as at the end of the current financial period reported on and as at the end of the corresponding period of the immediately preceding financial year.

There was no change in the Company's share capital during the 3 months ended 31 December 2018.

There were no outstanding convertibles that may result in the issuance of shares as at 31 December 2018 and 31 December 2017.

The Company had no treasury shares and subsidiary holdings as at 31 December 2018 and 31 December 2017.

1(d)(iii) To show the total number of issued shares excluding treasury shares as at the end of the current financial period and as at the end of the immediately preceding year.

The Company had 258,911,326 issued and fully paid up ordinary shares as at 31 December 2018 and 31 March 2018.

The Company had no treasury shares as at 31 December 2018 and 31 March 2018.

1(d)(iv) A statement showing all sales, transfers, cancellation and/or use of treasury shares as at the end of the current financial period reported on.

Not applicable.

1(d)(v) A statement showing all sales, transfers, cancellation and/or use of subsidiary holdings as at the end of the current financial period reported on.

Not applicable.

2 Whether the figures have been audited or reviewed and in accordance with which auditing standard or practice.

The figures have not been audited or reviewed by our auditors.

Where the figures have been audited or reviewed, the auditors' report (including any qualifications or emphasis of a matter)

Not applicable.

Whether the same accounting policies and methods of computation as in the issuer's most recently audited annual financial statements have been applied.

Except as disclosed in Section 5 below, the Group and the Company have applied the same accounting policies and methods of computation in the financial statements for the current financial period as those applied in the Group's and the Company's most recently audited financial statements for the year ended 31 March 2018.

If there are any changes in the accounting policies and methods of computation, including any required by an accounting standard, what has changed, as well as the reasons for, and the effect of, the change.

The Group adopted the new financial reporting framework, Singapore Financial Reporting Standards (International) ("SFRS(I)"), and various new standards, amendments to standards and interpretations, which are effective for the financial year beginning on 1 April 2018. Except as disclosed below, the adoption of the new financial reporting framework and the new standards did not result in significant impact on the financial statements of the Group.

SFRS(I) 15 Revenue from contracts with customers

SFRS(I) 15 establishes a comprehensive framework for determining whether, how much and when revenue is recognised. It also introduces new cost guidance which requires certain costs of obtaining and fulfilling contracts to be recognised as separate assets when specified criteria are met. The Group has adopted SFRS(I) 15 using the retrospective approach with practical expedients.

(i) Success-based sales commissions

The Group pays sales commissions to property sales agents for securing property sales contracts for the Group on a success basis. In the past, the Group recognised sales commissions as an expense when incurred. Under SFRS(I) 15, the Group capitalises such incremental costs as a contract cost asset as they are recoverable. These costs are amortised to profit or loss as the Group recognises the related revenue.

(ii) Accounting for contract costs relating to development properties

The Group previously recognised both revenue and cost of sales (including land cost) on development properties sold by reference to the stage of completion of construction activity at the end of the reporting period (percentage of completion method).

Under SFRS(I) 15, the Group recognises revenue from sale of development properties and land cost of the sold units using the percentage of completion method. Construction costs incurred for sold units are, however, no longer recognised as cost of sales using the percentage of completion method. Instead, such costs are recognised as cost of sales as and when they are incurred to the extent of units sold.

Impact on the comparatives figures arising from the adoption of new SFRS(I) is as follows:

	Third quarter	Nine months
	3Q FY2017/18	9M FY2017/18
	01.10.2017	01.04.2017
	to	to
	31.12.2017	31.12.2017
	\$'000	\$'000
Decrease/(Increase) of cost of sales	1,567	(6,111)
(Increase)/Decrease in tax expense	(266)	1,039
Increase/(Decrease) in profit after tax and total comprehensive income	1,301	(5,072)

Consolidated Statement of Financial Position

	31.03.2018	31.03.2017	
	\$'000	\$'000	
Decrease in deferred tax assets	(298)	(1,581)	
Increase/(decrease) in development properties	2,749	(537)	
Increase in contract assets	2,124	-	
Increase in accumulated profits	3,126	7,720	
Increase in deferred tax liabilities	342	-	
Increase in contract liabilities	908	- -	
Increase/(decrease) in trade and other payables	199	(9.838)	

Earnings per ordinary share of the group for the current financial period reported on and the corresponding period of the immediately preceding financial year, after deducting any provision for preference dividends.

The basic and diluted earnings per share is computed based on profit for the period and the weighted average number of ordinary shares set out below.

	Third quarter		Nine months	
	31.12.2018	31.12.2017	31.12.2018	31.12.2017
		(Restated)		(Restated)
Basic and diluted earnings per share (cents)	17.24	4.63	43.58	11.11

	Third quarter		Nine months	
	31.12.2018	31.12.2017	31.12.2018	31.12.2017
Weighted average number of shares for calculation of:				
- Basic and diluted earnings per share	258,911,326	258,911,326	258,911,326	258,911,326

- Net asset value (for the issuer and group) per ordinary share based on the total number of issued shares excluding treasury shares of the issuer at the end of the:
 - (a) current financial period reported on; and
 - (b) immediately preceding financial year.

	Group		Com	pany
	31.12.2018	31.03.2018	31.12.2018	31.03.2018
		(Restated)		
Net asset value per ordinary share	\$5.08	\$4.83	\$2.60	\$2.78

Net asset value per share is calculated based on 258,911,326 ordinary shares at the end of the current financial period and the immediately preceding financial year.

- A review of the performance of the group, to the extent necessary for a reasonable understanding of the group's business. It must include a discussion of the following:
 - (a) any significant factors that affected the turnover, costs, and earnings of the group for the current financial period reported on, including (where applicable) seasonal or cyclical factors; and
 - (c) any material factors that affected the cash flow, working capital, assets or liabilities of the group during the current financial period reported on.

3Q FY2018/19 vs 3Q FY2017/18

(1) For 3Q FY2018/19, revenue and cost of sales increased by 598% and 2,131% respectively as compared to 3Q FY2017/18.

Gross profit increased by 296% as compared to 3Q FY2017/18 was mainly due to higher sales and higher profit recognition on more development projects.

In 3Q FY2018/19, profits were recognised for 8 St Thomas, Nim Collection Phase 1 and 2, and Watercove. In 3Q FY2017/18, profits were recognised for Skyline Residences and Watercove.

(2) Higher tax expense in 3Q FY2018/19 as compared to 3Q FY2017/18 was mainly due to higher profit. Net profit after tax was \$44.6 m, an increase of 272% as compared to \$12.0 m in 3Q FY2017/18.

9M FY2018/19 vs 9M FY2017/18

- (3) Revenue and cost of sales increased by 362% and 431% respectively as compared to 9M FY2017/18. For 9M FY2018/19, profits were recognised for 8 St Thomas, Nim Collection Phase 1 and 2, and Watercove. For 9M FY2017/18, profits were recognised for Skyline Residences and Watercove.
- (4) Other operating expenses increased by 604% mainly due to property taxes paid for unsold properties that have obtained TOP and higher property tax incurred on development projects pending development.

 In 9M FY2017/18, there was write-back of allowance for foreseeable losses on development properties of \$35.5 m. This was offset by the Additional Buyer's Stamp Duty of \$31.8 m incurred for Paterson Collection project.
- (5) Finance income was \$0.4 m, a decrease of 85% as compared to \$2.4 m in 9M FY2017/18. This was due to lower fixed deposits placed with banks.
- Where a forecast, or a prospect statement, has been previously disclosed to shareholders, any variance between it and the actual results.

The Group did not make any specific forecast previously.

A commentary at the date of the announcement of the significant trends and competitive conditions of the industry in which the group operates and any known factors or events that may affect the group in the next reporting period and the next 12 months.

According to URA real estate statistics the overall private residential property prices decreased by 0.1% in the 4th quarter 2018, compared to 0.5% increase in the previous quarter. For the whole of 2018, overall private residential property prices rose by 7.9% compared with a 1.1% increase in 2017. The total number of new residential units sold in 2018 was 8.795 units, 17% lower than 10,566 units sold in 2017.

Nim Collection Phase 1 and 2 is expected to be completed by 3Q 2019. The Group will launch Luxus Hills Phase 8-9 landed properties in 2019.

- 11 If a decision regarding dividend has been made:-
 - (a) Whether an interim (final) ordinary dividend has been declared (recommended).

None.

(b)(i) Amount per share

Not applicable.

(ii) Previous corresponding period

Not applicable.

(c) Whether the dividend is before tax, net of tax or tax exempt. If before tax or net of tax, state the tax rate and the country where the dividend is derived. (If the dividend is not taxable in the hands of shareholders, this must be stated).

Not applicable.

(d) The date the dividend is payable.

Not applicable.

(e) The date on which Registrable Transfers received by the company (up to 5.00 pm) will be registered before entitlements to the dividend are determined.

Not applicable.

12 If no dividend has been declared (recommended), a statement to that effect.

No dividend has been declared or recommended for the third quarter ended 31 December 2018.

13 If the Group has obtained a general mandate from shareholders for IPTs, the aggregate value of such transactions as required under Rule 920(1)(a)(ii). If no IPT mandate has been obtained, a statement to that effect.

There is no general mandate from shareholders for IPTs.

14 Negative confirmation pursuant to Rule 705(5) on Third Quarter Financial Results

The Board of Directors hereby confirm that, to the best of their knowledge, nothing has come to their attention which may render the third quarter financial results ended 31 December 2018 to be false or misleading in any material aspect.

15 Confirmation that the issuer has procured undertakings from all its directors and executive officers (in the format set out in Appendix 7.7) under Rule 720(1).

The Company confirms that it has procured undertakings from all its Directors and Executive Officers in the format set out in Appendix 7.7 under Rule 720(1).

BY ORDER OF THE BOARD

OOI CHEE ENG COMPANY SECRETARY 14 FEBRUARY 2019